# IBM

watsonx

**TD SYNNEX AI POSITIONING**

**IBM AI STRATEGY**

**IBM AI SOLUTIONS**

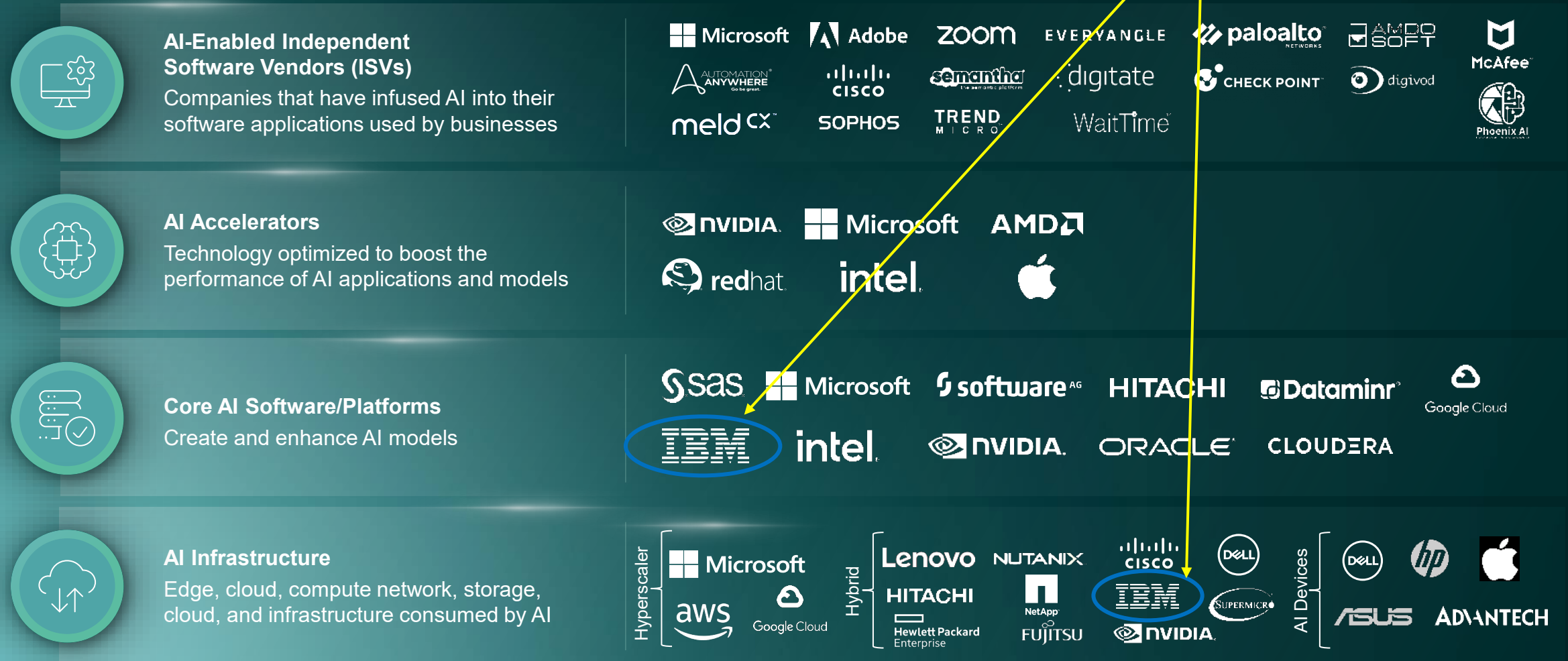**EDUCATION - PROFICIENCY**

**LAB DEMO ENVIRONMENT**

**IBM GI / GOLD100**

**USE CASES**

*   *Eventuali brand dei vendor citati e riferimenti a scenari e soluzioni IBM , possono essere contenuti pubblici condivisi dal vendor*

# TD SYNNEX AI Partnerships – IBM Positioning

TD SYNNEX helps his vendors to **amplify** their position in AI

**AI-Enabled Independent Software Vendors (ISVs)**
Companies that have infused AI into their software applications used by businesses

Microsoft · Adobe · ZOOM · EVERYANGLE · paloalto NETWORKS · AMDO SOFT · McAfee · AUTOMATION ANYWHERE Go be great. · CISCO · semantha the semantic platform · digitate · CHECK POINT · digivod · meld CX · SOPHOS · TREND MICRO · WaitTime · Phoenix AI

**AI Accelerators**
Technology optimized to boost the performance of AI applications and models

NVIDIA · Microsoft · AMD · redhat · intel · Apple

**Core AI Software/Platforms**
Create and enhance AI models

SAS · Microsoft · software AG · HITACHI · Dataminr · Google Cloud · IBM · intel · NVIDIA · ORACLE · CLOUDERA

**AI Infrastructure**
Edge, cloud, compute network, storage, cloud, and infrastructure consumed by AI

Hyperscaler: Microsoft · aws · Google Cloud
Hybrid: Lenovo · NUTANIX · CISCO · DELL · HITACHI · NetApp · IBM · SUPERMICRO · Hewlett Packard Enterprise · FUJITSU · NVIDIA
AI Devices: DELL · hp · Apple · ASUS · ADVANTECH

# IBM STRATEGY: AI for Enterprises

## What are the main goals & challenges in the Enterprise AI projects

### Multi-model

Two thirds of 150+ enterprises surveyed report pursuing a **multi-model strategy**, including both commercial and **open source** models

### Governance

Surveyed companies report governance as a top requirement: Businesses must control **data quality and provenance**, **ethics**, **bias** and monitor **drift**, **hallucinations** and ensure model **explainability**

### Data matters

Generative AI pilots have not made it to production due to challenges with **data quality**, **access**, and **security**

### Scale for value

Critical to pick the **right use cases** and deployment for generative AI ROI

### Multi | hybrid cloud

Gartner reports that most enterprises will deploy generative AI **across hybrid / multicloud** environments

### Open

**Based on the best AI and cloud technologies available**

**→ Facilitating access to the innovation of the open community and multiple models**

### Trusted

**Built with AI and data governance, transparency, and ethics supporting regulatory compliance demands**

**→ Providing guidance on appropriate models to leverage to create real business value with trust**

### Targeted

**Designed for targeted business use cases, that unlock new value at optimal cost**

**→ Including curated models that can be tuned to proprietary data and company guidelines**

### Empowering

**Customize models with client's data and integrate into complex client's environments**

**→ Running anywhere, designed for scale and widespread adoption to truly create enterprise value**

IBM Point Of View:  the four core principles to tailor generative AI for enterprise

# IBM STRATEGY: The value of the ecosystem

IBM works with strategic partners to help clients scale AI

## Adobe
### Marketing transformation

- Driving productivity gains and personalized experiences at scale
- Optimizing content supply chains with Adobe AI technologies
- Embed watsonx into core Adobe Cloud platforms

## aws
### Hybrid cloud and AI

- Watsonx available on AWS as SaaS solution and AWS Marketplace watsonx.ai and watsonx.governance available by 2024
- Expertise in Amazon, SageMaker, CodeWhisperer, and Amazon Bedrock
- AWS to bring generative AI solutions and dedicated expertise to clients

## salesforce
### Customer transformation

- Unlocking the power of complementary AI and generative AI technologies
- Extend the value of Salesforce platform with watsonx
- Transforming customer, partner and employee experiences using generative AI

## Microsoft
### Hybrid cloud and AI

- Watsonx plans underway, today can be sold in a container to run on Azure
- Microsoft Generative AI Center of Excellence
- IBM Consulting Azure OpenAI Service available on Azure Marketplace - fully managed AI service to help with strategy, hackathon & implementation

## SAMSUNG
### Consumer experience

- Samsung SDS America partners with IBM to introduce groundbreaking new solutions like SDS Zero Touch Mobility. IBM's launch of watsonx has inspired Samsung to explore the immense potential of watson.ai and it's generative AI capabilities
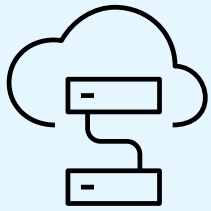
## SAP
### Core operations, industry solutions

- Launching new watsonx solutions to include the recently announced SAP generative AI assistant, SAP Joule
- Building on recent work embedding Watson AI into SAP reaching 37,000+ SAP clients

# IBM AI SOLUTIONS: What IBM offers?

## IBM AI can be consumed as a platform, assistants, or in products

**AI and data platform**

Build and run on IBM's enterprise-grade, cloud-native, AI and data platform, watsonx, that helps clients simplify how they build and apply foundation models and generative AI.
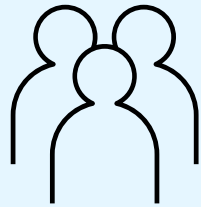
**AI assistants**

Empower individuals in your organization with AI assistants built on watsonx to do work without expert knowledge across a variety of business processes and applications.
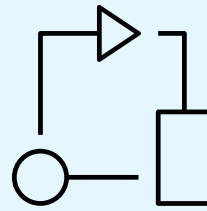
**AI products**

Consume the benefits of generative AI and foundation models in IBM products embedded with watsonx, to make to you and your employees more responsive, productive and resilient.
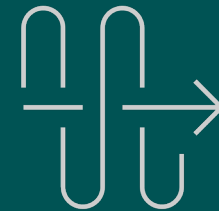
**Partners' products**

Consume the benefits of generative AI and foundation models in our partners' software products embedded with watsonx (e.g., SAP) where IBM helps them deliver incremental innovation faster.

# IBM's generative AI technology and expertise

**AI assistants**

Empower individuals to achieve higher levels of performance by using generative AI to simplify access to information and automation across the business.

**watsonx** Orchestrate
**watsonx** Assistant
**watsonx** Code Assistant
**watsonx** BI Assistant

**SDKs & APIs**

Embed watsonx platform in third party assistants and applications using programmatic interfaces.

**Ecosystem integrations**

**AI & data platform**

Leverage generative AI and machine learning — tuned with your data — with responsibility, transparency and explainability.

**watsonx**
watsonx.ai
watsonx.governance
watsonx.data

**Foundation models**
Granite          | *IBM*
Open Source | *Hugging Face*
Llama 2         | *Meta*
Geospatial    | *IBM + NASA*
...

**Data services**

Define, organize, manage, and deliver trusted data to train and tune AI models with data fabric services.

**Cloud Pak for Data**
**watsonx** Discovery

**Hybrid cloud AI tools**

Build on a consistent, scalable foundation based on open-source technology.

**Red Hat** OpenShift
**Red Hat** OpenShift AI

**Consulting**
Generative AI strategy, experience, technology, operations

**Ecosystem**
System Integrators, Software and SaaS partners, Public Cloud providers

# IBM AI SOLUTIONS

## watsonx

# The platform
# for AI and data

## watsonx.ai

Train, validate, tune,
and deploy AI models

A next generation
enterprise studio for AI
builders to train,
validate, tune, and
deploy both traditional
machine learning and
new generative AI
capabilities powered
by foundation models.
It enables you
to build AI applications
in a fraction of the time
with a fraction of the
data.

## watsonx.data

Scale AI workloads, for
all your data, anywhere

Fit-for-purpose data store,
built on an open lakehouse
architecture, supported by
querying, governance and
open data formats to
access and share data.
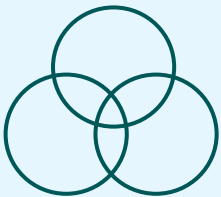
## watsonx.governance

Accelerate responsible,
transparent, and explainable
AI workflows

End-to-end toolkit for AI
governance across the
entire model lifecycle to
enable responsible,
transparent,
and explainable AI
workflows.

# IBM AI SOLUTIONS

## watsonx assistants

## Purpose-built to increase productivity

Tailored
Automated
Integrated

### watsonx Orchestrate

Harness the power of AI and automation to free up individuals from tedious tasks

### watsonx Assistant

Build better virtual agents, to deliver consistent and intelligent customer care

### watsonx Code Assistant

Accelerate development, application modernization, and assist with IT operations
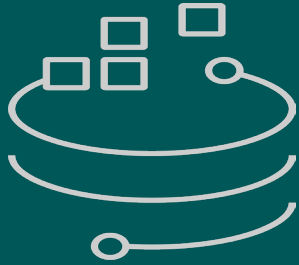
### watsonx Assistant for Z

Use generative AI to transform engagement and interaction with the mainframe

### watsonx BI Assistant

Get AI-powered insights in seconds from your personal business analyst and advisor

# IBM storage solutions for AI

Storage for data & AI

Storage for hybrid cloud

Storage for data resiliency

| Software | IBM Storage Scale<br>IBM Storage Ceph | IBM Fusion | IBM Storage Defender |
|---|---|---|---|
| Hardware | IBM Storage Scale System<br>IBM Storage Ready Nodes | IBM Fusion HCI System | IBM Storage FlashSystem \| DS8000 \| Tape \| Networking |

# IBM Storage for Watsonx

## Improve Watsonx platform with query acceleration and data lakehouse management

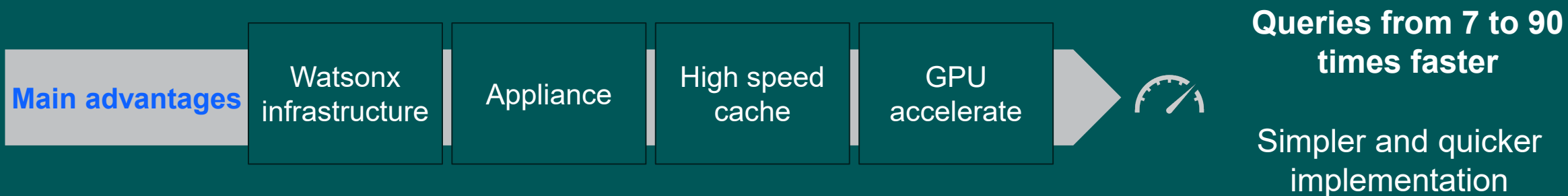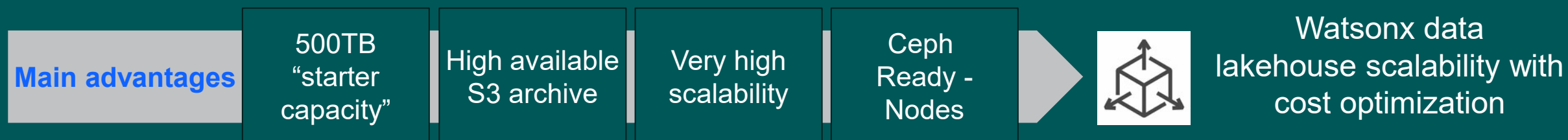| **watsonx.data** | **watsonx.ai** | **watsonx.governance** |
|---|---|---|
| DB2, Netezza, Presto, Spark | Inferencing / Fine tuning | Responsible, explainable AI |

① **Fusion**: Watsonx infrastructure **appliance** for data management & acceletration

**Main advantages** → Watsonx infrastructure | Appliance | High speed cache | GPU accelerate →

**Queries from 7 to 90 times faster**

Simpler and quicker implementation

② **Ceph**: persistent & on premise **storage** for Watsonx

**Main advantages** → 500TB "starter capacity" | High available S3 archive | Very high scalability | Ceph Ready - Nodes →

Watsonx data lakehouse scalability with cost optimization

# IBM Fusion

## A flexible infrastructure for Hybrid Cloud solutions
## If it runs on OpenShift, it runs on Fusion!

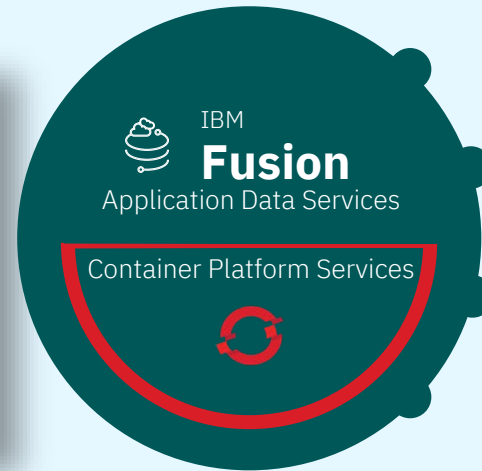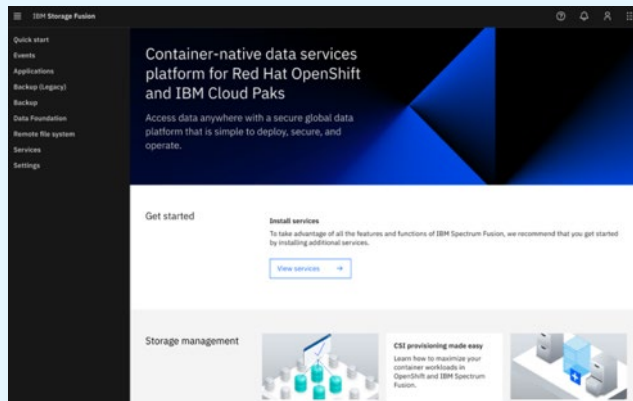**watsonx**   OpenShift Virtualization   Off the shelf   Custom apps   All IBM Cloud Paks

## Fusion Software

## Fusion appliance

IBM
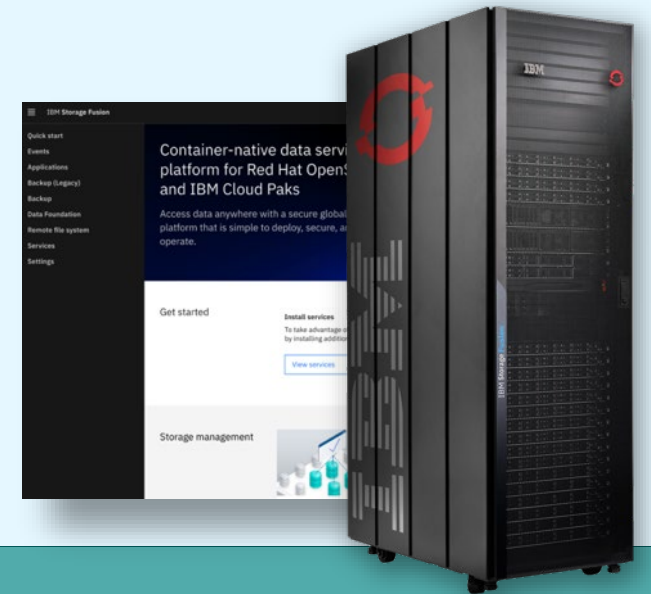**Fusion**
Application Data Services

Container Platform Services

Directly integrated with OpenShift

Runs any OpenShift application

Fusion SW may be installed on any OpenShift compliant infrastructure

OPENSHIFT

**Fusion Data Services**

Persistence   Resilience   Security   Mobility   Cataloging

# IBM AI EDUCATION/ PROFICIENCIES

## Foundation badges

**watsonx.data** Level 2
- Client deck
- Seller deck
- Competitive deck
- Testing: quiz

- Available here

BPs + All IBMers

BPs + All sellers

AI Fundamentals Level 1
- AI for Business client deck
- AI concepts (basics)
- IBM PoV on AI whitepaper
- Testing: quiz

- Available here

**+**

AI for Business Level 1
- AI Ethics at IBM client deck
- Guide to today's AI conversations seller deck
- Testing: quiz + stand and deliver challenge: Tell the IBM AI story in < 5 minutes

- Available here

**+**

**watsonx.ai** Level 2
- Client deck
- Seller deck
- Competitive deck
- Foundation model basics
- Testing: quiz

- Available here

**=**

**watsonx.governance** Level 2
- Client deck
- Seller deck
- Competitive deck
- Testing: quiz

- Available here

**+**

**=**

# IBM AI EDUCATION/ PROFICIENCIES
## Intermediate and advanced badges

### watsonx.data Level 3 - Tech
- Technical demo (hands-on-lab)
- IBMer testing: Stand and deliver
- BP Testing: quiz

- Available here

watsonx.data IBM
IBM Technology
Technical Sales Intermediate

### watsonx.data Level 4 - PoX
- PoX best practices
- Technical product education
- Hands-on tasks
- IBMer testing: quiz and proof of PoX in ISC

- Available here

watsonx.data IBM
IBM Technology
Advanced

### watsonx.ai Level 3 - Tech
- Technical demo (hands-on-lab)
- IBMer testing: Stand and deliver
- BP Testing: quiz

- Available here

watsonx.ai IBM
IBM Technology
Technical Sales Intermediate

### watsonx.ai Level 4 - PoX
- PoX best practices
- Technical product education
- Hands-on tasks
- IBMer testing: Stand and deliver

- Available here

watsonx.ai IBM
IBM Technology
Advanced

### watsonx.governance Level 3 - Tech
- Technical demo (hands-on-lab)
- IBMer testing: Stand and deliver
- BP Testing: quiz

- Available here

watsonx.governance IBM
IBM Technology
Technical Sales Intermediate

### watsonx.governance Level 4 - PoX
- PoX best practices
- Technical product education
- Hands-on tasks
- IBMer testing: Stand and deliver

- Timing: 2024

watsonx.governance IBM
IBM Technology
Advanced

Proficiency Badges related to other watsonx products (such as watsonx Assistant, Code Assistant, Orchestrate, etc...) may be earned through courses available On IBM Training

|  | Sell and Services | Build |
|---|---|---|

## Platinum

Customer Success Premier Program*
Cyber Range Access*
Co-Sell Support for Partner Solutions**
Named Marketing Focal
Expert Labs Service Parts Creation***

Auto Deal Share Prioritization*

**Expertise:** 14 individuals with proficiency badges — 1 Validated Solution +completed listing

**Revenue:** Large Market: >$10M — >$1M

## Gold

Proof of Concept Co-Creation*
Service Solution Accelerator***
Innovation Studio Access
Partner Solution Listing with Lead Share**
Cloud Credits

IBM Co-Marketing

**Expertise:** 7 individuals with proficiency badges — 1 Validated Solution +completed listing

**Revenue:** Large Market: >$1M — >$100K

## Silver

Marketing Demand Engine Support
Software Access Catalog
IBM Partner Status Mark
Business Partner Directory
Service Technical Asset Co-creation***
Technical Expert Engagement**

Auto Deal Share*
Partner Solutions Listing**
IBM Sales Partner Advocacy Program**

**Expertise:** 3 individuals with proficiency badges* — 1 Validated Solution**

**Revenue:** No revenue required for silver tier

## New

Technical Expert Engagement**
Cloud Credits
Software Access Catalog for New Partners****
Marketing Demand Engine Support

No Expertise or Revenue requirements

# watsonx
# Centers of Excellence WW and EMEA

Clearwater, FL

Munich, Germany
Madrid, Spain
London, UK

New!

Milan, IT

**MISSION**

Leading and driving watsonx adoption in the Italian market

**BENEFITS**

Building a community with competence on watsonx at local and global level to sustain growth and development of IBM AI technology

## Center of Excellence Team

**8 HC**

- 1 Data & AI BDM
- 1 dedicated Sales Specialist
- 2 Tech Presales L4

Additional Investment
- 2 Presales Engineers
- 1 Sales Specialist
- 1 Marketing executive

## Demos, POC, Use cases

- watsonx
- Ad Hoc Demos on TechZone
- Demos on DCSE with the support of a local Tech Presales
- Use cases (Talent acquisition HR, Customer Service, Legal, Healthcare)

## Training

- Salesa activation workshops
- watsonx proficiency Training Path (Up to L4)
- TD Synnex Academy IBM Trainings
- Webinars on DCSE

## Meetings

- Events and meetings with selected partners
- "Gold 100 Partners" Business Planning

## Support

- Dedicated IBM Sales Team
- Dedicated IBM Technical Architects
- Access at Global and Emea

# IBM watsonx Gold 100

**TD SYNNEX**

GLOBAL

- Programma esclusivo TD SYNNEX per supportare Partner selezionati al raggiungimento dello Status GOLD

- Benefit programma IBM

| | Sell and Services | | Build | Benefit |
|---|---|---|---|---|
| **Platinum** | Expertise | 14 individui con proficiency badges | 1 soluzione Validata + pubblicazione su IBM Cloud e/o RH Marketplace | Priorità sul lead Passing<br>Accesso al programma IBM Customer Success<br>Accesso al programma Cyber Range<br>Affiancamento nella vendita |
| | Revenue | Large Market: >$10M | >$1M | Focal Point dedicato per sviluppo Marketing |
| **Gold** | Expertise | 7 individui con proficiency badges | 1 soluzione Validata + pubblicazione su IBM Cloud e/o RH Marketplace | Co-Creation Proof of Concept<br>Supporto tecnico e accesso gratuito a corsi L4<br>Accesso a IBM Innovation Studios<br>Pubblicazione Soluzione su Portale IBM<br>Crediti Cloud e lead passing |
| | Revenue | Large Market: >$1M | >$100K | Accesso fondi Marketing dedicati (3,75% su rev eleggibile) |
| **Silver** | Expertise | 3 individui con proficiency badges | 1 soluzione validata | Accesso e supporto al tool my Digital Marketing<br>Software Access Catalog<br>Logo IBM<br>Business Partner Directory<br>Pubblicazione soluzione su portale IBM |
| | Revenue | Nessun livello minimo richiesto | | |
| **New** | | Nessun livello di revenue o di competenze richiesto | | |

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**COME TI AIUTA TD SYNNEX**

o Accesso ai Centri di Eccellenza TDS : CP4D e watsonx

- ✓ Demos e POCs.
- ✓ Use Cases Workshops & Visite Clienti congiunte
- ✓ Disponibilità di risorse Pre-Sales
- ✓ accesso on-demand agli ambienti di testing e demo IBM su IBM Cloud

o Abilitazione e Formazione:

- ✓ Webinars e sessioni F2F : percorsi da Livello 1 a Livello 4
- ✓ Rimborso spese certificazioni
- ✓ Supporto nel conseguimento di badges IBM (commerciali e tecnici)
- ✓ Accesso GRATUITO a training VEST (primo appuntamento Giugno 2024).

o Supporto Pre Sales: team locali e internazionali a Vostra disopsizione

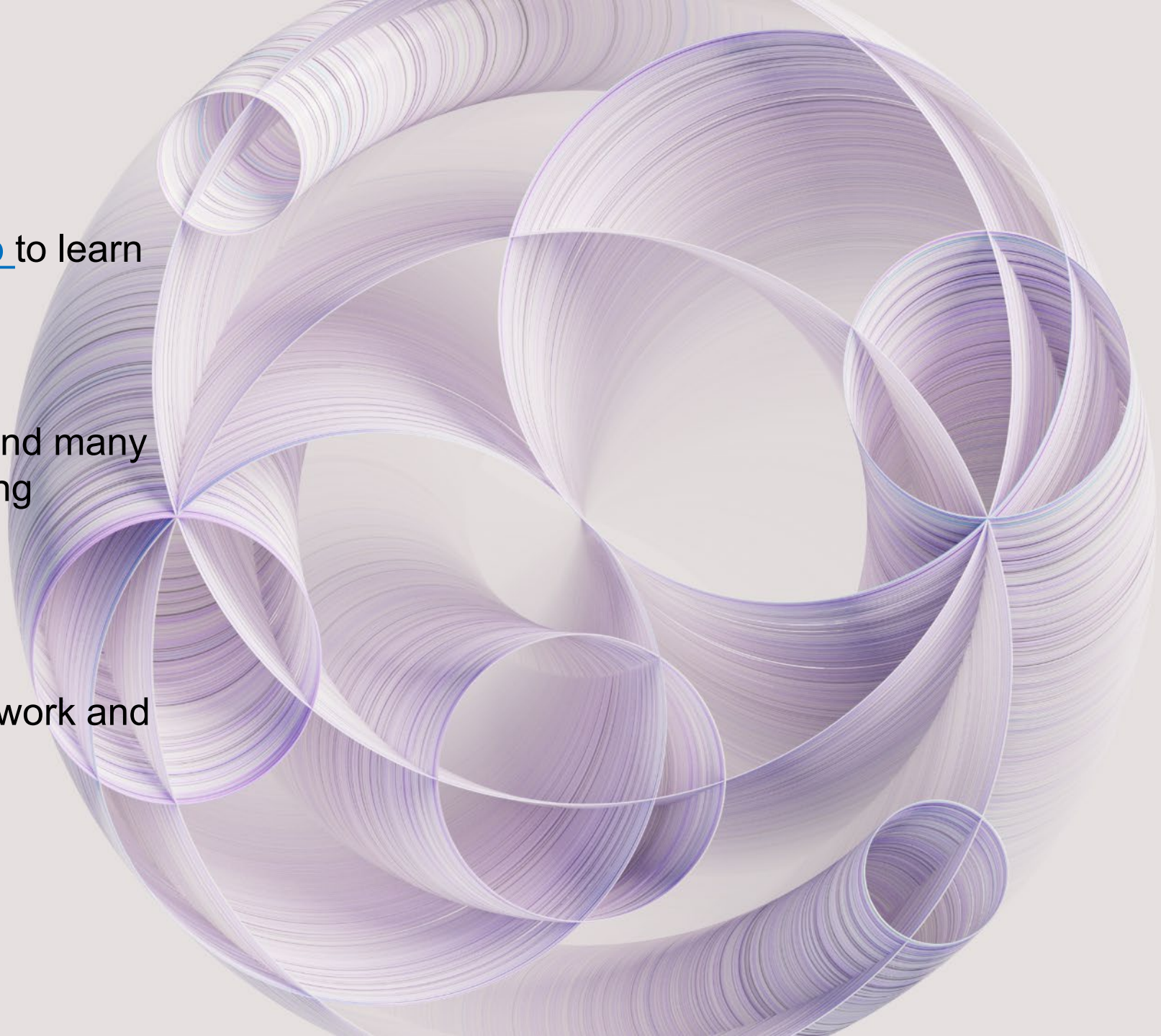o Accesso a fondi marketing on top per accelerare generazione di domanda.

**LABS**

**What IBM offers**

Review the IBM watsonx Demo Hub to learn more about watsonx.

Review the IBM watsonx DSCE to find many demo on business solution leveraging watsonx.

Access watsonx pre-configuraed environments on IBM Tech Zone to work and experiment on watsonx.

# LABS

## What TD Synnex offers

*Fast Track Team assets & services (to be confirmed and refined)*

- Watsonx platform on prem, based on Intel technology (with NVDIA GPUs) for supporting European IBM BPs

- IBM Tech Zone session with unlimited duration

- Another platform in TD Synnex Spain and / or Germany (to be confirmed)

- A TD Synnex team of watsonx specialists strictly collabotrating with IBM technncal teams

- Tech Presales teams on several countries (including Italy) including resources with watsonx 24 badges

To be updated & confirmed

**USE CASES:** **Reinventing how work gets done |**
+AI to AI+

## Three proven, high impact use cases as starting points with IBM

*Results*

| Digital labor | Customer service | App development & IT operations |
|---|---|---|
| **40%** | **>90%** | **60%** |
| improvement in process productivity[1] | customer inquiries handled by AI assistant[2] | software development content automatically generated by AI[3] |
| • Talent acquisition | • Customer self-service | • Automated code generation |
| • Performance management | • Case deflection | • Application discovery and analysis |
| • Employee data management | • Agent intent efficacy | • Code refactoring |
| • Employee communications | • Agent assist | • Code conversion |
| • Learning and event management | • Mobile FAQ with answers | • Code attribution |

| Promise of generative AI | Content generation, classification | Retrieval-augmented generation, summarization, classification | Summarization, content generation |
|---|---|---|---|
| | *Train and tune relevant foundation models using company-specific HR data spanning hybrid environments* | *Train and tune relevant foundation models using customer specific datasets to improve customer satisfaction* | *Automate code generation and reduce cycle time for modernizing applications, based on requirements and business rules* |

**Reinventing how work gets done | +AI to AI+**

IBM is actively engaging with enterprise clients across a broad set of business domains

*Client results and analyst studies*

| Customer-facing functions and experiences | HR, Finance, and Supply chain functions | IT development and operations | Core business operations |
|---|---|---|---|
| **Customer service** Empower customers to find solutions with easy, compelling experiences<br><br>90% customer inquiries handled by an AI assistant[1] | **HR automation** Reduce manual work and automate recruiting, sourcing and nurturing job candidates<br><br>40% improvement in process productivity[2] | **App modernization, migration** Generate code, tune code generation response in real time<br><br>60% software development content auto generated by AI[3] | **Threat management** Reduce incident response times from hours to minutes or seconds<br><br>Contain potential threats 8x faster[4] |
| **Marketing** Increase personalization, improve efficiency across the content supply chain<br><br>Reduce derivative content creation spend[5] | **Supply chain** Automate source to pay processes, reduce resource needs and improve cycle times<br><br>Reduce product origin traceability from days to seconds[6] | **IT automation** Reduce automation development, identify deployment issues, avoiding incidents, optimize application demand to supply<br>Reduce mean time to repair (MTTR) by 50%+[7] | **Asset management** Optimize critical asset performance and operations while delivering sustainable outcomes<br>Reduce unplanned downtime by 43%[8] |
| **Content creation** Ex. Enhance digital sports viewing with auto-generated spoken AI commentary<br><br>Scale live viewing experiences cost effectively[9] | **Planning and analysis** Make smarter decisions, focus on higher value tasks with automated workflows and AI<br><br>Process planning data up to 80% faster[10] | **AIOps** Assure continuous, cost-effective performance and connectivity across applications<br><br>Reduce application support tickets by 70%[11] | **Product development** Ex. Expedite drug discovery by inferring structure with AI from simple molecular representations<br>Faster and less expensive drug discovery[12] |
| **Knowledge worker** Enable higher value work, improve decision making, and increase productivity<br><br>Reduce 90% of text reading and analysis work[13] | **Regulatory compliance** Support compliance based on requirements / risks, proactively respond to regulatory changes<br><br>Reduce time spent responding to issues[14] | **Data platform engineering** Redesign the approach for data integration using generative AI<br><br>Reduce data integration time by 30%+[15] | **Environmental intelligence** Provide intelligence to proactively plan and manage impact of severe weather and climate<br>Increase manufacturing output by 25%[16] |

**Reinventing how work gets done
| +AI to AI+**

# Apply trusted AI to unlock new areas of productivity and cost savings

Banking



- Advisor assist
- Arm front-line customer-service team with $360^0$ insights to facilitate targeted responses and immediate fulfillment of up-sell opportunities. Augment financial advisors with customized insights for portfolio management.

Increase customer confidence and wallet spend

Risk underwriting

Multivariate analysis to simulate and manage lending and credit risk. Real-time insights to identify hidden risk factors as input to decisions and concurrent rate determination.

Early warning for risk indicators, time to repayment, likelihood to default

- Regulatory compliance
- Simplify and automate the complex business process of mapping regulations, obligations, and controls to strengthen and validate a firm's governance posture.

Reduce regulatory risk, costs and investigations

Fraud detection

Identify suspicious patterns and potential signs of compromise early. Verify and block fraudulent activity in real-time transactions.

Proactive fraud identification and surveillance reducing liability

**Reinventing how work gets done
| +AI to AI+**

# Apply trusted AI to enable turnkey decision making and deliver production and process efficiencies

- Manufacturing



- **Complex process optimization**
- Interrogate array of data to fine tune and optimize production, such as inventory, machine uptime, and production quality.

Increase speed, reduce cost or product waste; enhance sustainability

- **Cybersecurity**
- Anomaly detection, triaging and mitigating threats to operations and product performance throughout manufacturing and product lifecycles.

Enable immediate response, avoiding downtime

- **Software-defined products**
- Streamline the development process; tune to the most popular programming languages in the industry; auto-generate test cases.

Improve developer effectiveness and product quality. Reduce time-to-market

- **Knowledge management**
- Analyze multiple documents and data inputs; provide effective responses based on real-time information feeds; improve documentation quality.

Improve efficiency of field technicians and customer service effectiveness

**Reinventing how work gets done
| +AI to AI+**

# Apply trusted AI to deliver superior customer experiences

Retail

- **Enhanced customer services**
- Extract insights from customer emails or forms and increase agent productivity and customer response time. Classify complaints, detect emotion, and trigger next best action.

Increase customer satisfaction and wallet spend

- **Marketing content creation**
- Enabling no-code generative AI prompt for creation of synthetic images, marketing copy and image descriptions used in product marketing on digital or social channels.

Provide multiple options and choices in seconds

- **Demand forecasting**
- Train 'global' enterprise foundation models on timeseries data, internal and external data for use to solve key business problems.

Sales forecast, demand planning, inventory management and waste forecasts

- **Insights and analytics**
- Allow enterprise teams to rapidly understand performance - events driving sales, products delivering margin, risks to product availability, and more.

More rapid intuitive insights gathered and acted upon

# TD SYNNEX USE CASES

BP Solutions

### *Business Partners solution areas: Beta80*

An application already running for a client in the logistic and transport sector (name under NDA). An application for the management of request from clients.
1. Client asks for a transport services through sevelar channels:
    - e-mail
    - input form
    - chat
2. Client request is identified from the text of the e-mail / form or the chat conversation
3. An offering for the request is automatically generated and sent directly to the client or to a seller, for verification.

Technologies adopted:
- IBM Watsonx Assistant for implementing the chatbot
- Huggingface AI model for e-mail interpretation
- Automation Anywhere for the preparation of the offering document.

# TD SYNNEX USE CASES

BP Solutions

***Business Partners solution areas: BlueBI***

BBIxChatbot, virtual assistant covering:
- Customer service e Helpdesk
- Real time provisioning of business data from multiple BI sources
- Warning from occurring specific events, with indication in real time of the proper business processes to start
- Automatic provisioning of business processes

Technologies adopted:
- IBM Watson Assistant
- IBM Watson Discovery for document search

# TD SYNNEX USE CASES

BP Solutions

***Business Partners solution areas: ....***

.....
1. ......

Technologies adopted:
- .....

# IBM REFERENCES

IBM references

### *IBM references / ongoing projects*

- many references from presentations in Seismic portal. To be selected.

# TD SYNNEX REFERENCES

TD Synnex references

### *TD Synnex BP references / ongoing projects*

- Beta80, under NDA!
- BlueBI (?)
- ....